

Message Text

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ACTION COME-00

INFO OCT-01 EA-11 ISO-00 EB-11 RSC-01 DRC-01 /025 W

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P 080300Z AUG 74

FM AMEMBASSY SINGAPORE

TO SECSTATE WASHDC PRIORITY 1016

LIMITED OFFICIAL USE SINGAPORE 3243

E.O. 11652: N/A

TAGS: BEXP, SN

SUBJ: MAJOR PROJECT: TELECOMMUNICATIONS SYSTEM FOR SINGAPORE

REF: STATE 166724

1. ECONOMIC DEVELOPMENT BOARD (EDB) OFFICER ADVISED EMBOFF THAT VIDAR HAS BEEN SHORTLISTED WITH SIX OTHER (UNNAMED) FIRMS IN CONSIDERATION FOR REFERENCED TELECOMMUNICATIONS TENDER. THE AWARD IS TO BE MADE AT END OF AUGUST. THE EDB OFFICER STATED THAT BECAUSE OF THEIR HIGH QUALITY PRODUCT OF PROVEN UTILITY, VIDAR MAY GET CONTRACT.

2. EDB OFFICER ADDED THAT MR. SHULTZ' PERSISTENCE IN LOBBYING AT HIGH LEVELS COULD BE COUNTERPRODUCTIVE. SCHULTZ HAS MADE SEVERAL TRIPS TO SINGAPORE TO DATE AND HAS TALKED TO HIGH RANKING OFFICIALS IN THE TELECOMMUNICATIONS AUTHORITY ABOUT THE TENDER. HE HAS PRESSED FOR MEETINGS WITH PRIME MINISTER AND MIN COMMUNICATIONS. THESE REQUESTS WERE SOFT PEDALED BY THE EDB AND TAS OFFICIALS, AS OFFICIALS OF HIGHEST RANK IN SINGAPORE ARE NOT IN PRACTICE OF INFLUENCING CONTRACTS FOR TECHNICAL EQUIPMENT. AWARDS ARE MADE ON SUCH CONTRACTS ON THE BASIS OF QUALITY OF PRODUCT, PRICING, DELIVERY CONSIDERATIONS, ETC. THE OFFICER COMMENTED THAT SCHULTZ' ATTEMPTS TO "LOBBY" WITH HIGH RANKING OFFICIALS CANNOT HELP HIS POSITION IN THE TENDER, IN FACT MIGHT HAVE THE OPPOSITE EFFECT. THE OFFICER SAID THAT DIRECTOR OF EDB HAS WRITTEN ANOTHER

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LETTER TO MR. SCHULTZ ON AUGUST 1 EXPLAINING SOME OF THE

ABOVE POINTS.

3. MR. SCHULTZ' COMPANY ACTUALLY SUBMITTED TWO BIDS, ONE FROM HIS U.S. COMPANY, ONE FROM THE NEWLY INCORPORATED SINGAPORE COMPANY MENTIONED IN REFTEL. THE "SINGAPORE CO. BID" WAS MUCH HIGHER, APPARENTLY BECAUSE SCHULTZ THOUGHT THE GOS WOULD BE WILLING TO PAY MORE TO A COMPANY INCORPORATED IN SINGAPORE WHICH WOULD THEN PRODUCE THE EQUIPMENT IN SINGAPORE USING SINGAPORE LABOR. THE EDB OFFICER IMPLIED THIS "LOCAL" OFFER WAS NOT WELL TAKEN, BECAUSE NOT RELEVANT TO THE AWARD OF THE CONTRACT, A POINT WHICH THE EDB FEELS THEY HAVE FAILED, AFTER SEVERAL ATTEMPTS, TO BRING HOME WITH MR. SCHULTZ. THE EDB OFFICER STRESSED THAT IF VIDAR IS AWARDED THE CONTRACT, THE GOS IS NOT CONCERNED WITH THE PLACE OF FABRICATION, AND VIDAR CAN PRODUCE THE EQUIPMENT IN SINGAPORE IF IT SO CHOOSES.

4. POST WOULD APPRECIATE DEPARTMENT EXPLAINING TO MR. SCHULTZ THAT HE HAS ALREADY SPOKEN WITH THE HIGHEST APPROPRIATE GOS OFFICIALS ON THIS MATTER AND GOS HAD MADE CLEAR TO EMBASSY IT NOT APPROPRIATE TO PRESS FOR ADDITIONAL INTERVIEWS ON HIS BEHALF. DEPARTMENT MAY DRAW ON ESSENTIAL POINTS OF ABOVE PARAGRAPHS IF IT WISHES.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 08 AUG 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: cunninfx
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974SINGAP03243
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740216-0617
From: SINGAPORE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740863/aaaacclle.tel
Line Count: 86
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: STATE 166724
Review Action: RELEASED, APPROVED
Review Authority: cunninfx
Review Comment: n/a
Review Content Flags:
Review Date: 09 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09-Aug-2002 by cunninfx>; APPROVED <24 FEB 2003 by cunninfx>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: TELECOMMUNICATIONS SYSTEM FOR SINGAPORE
TAGS: BEXP, SN
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005